J. S. Stickney, President of Milwaukee Pickle Company.

From the grower's standpoint there is "money in it," if well and carefully done.

On common land in poor condition, it will all be wasted effort, because the yield will be light and a large per cent. will be ill-formed and knobby, only fit to throw to the pigs—and not very fattening for them.

In this business, the reasoning that if one acre will pay, five acres will pay better, does not hold good, because the necessary conditions are rarely maintained on five acres. Among our growers the most successful are the owners of ten or twenty acres who have plenty of cheap labor to do the picking. They manage to gather manure for from one to two acres; the vines are carefully tended and the picking done thoroughly and often. With this treatment $200 per acre is not uncommon, while with the reverse $50 per acre is not always reached and $51 in labor may have been expended.

To the quarter-section farmer this $200 per acre looks tempting and he decides on five acres as a "side show;" so he "shies" a hundred loads of manure from some hungry farm crop, plants his cucumbers and cultivates fairly well until they commence to fruit, then he discovers that he is short of help. Just then harvesting, threshing or some other farm work asserts itself and the cucumbers have to wait. With a few such waits go the profits of the whole season.

From the maker's standpoint also there is "money in it" if favorable conditions can be maintained.

First he must gain the confidence of his growers; then he must educate them to produce just the quality of goods he needs—and also to produce them profitably to themselves.

With us this was the work of years, requiring all the "special pleading" of which we were capable. Now things go on harmoniously. We think our growers count us nec-
essary to their yearly income. We know they are necessary to ours. This constitutes an excellent bond of union.

While this income is what we strive for and generally gain, some obstacles have to be met. These also are about equally divided.

The grower must conquer numerous insect enemies and adapt himself as best he can to drouth and flood, cold and heat. The packer invests a large amount of cash, buying materials from ten to twenty-four months in advance of his market,—which is always a variable one,—taking chances of impure salt, spices and vinegar and of poor pay when he sells.

Our first ten years was practically a life and death struggle. After that our gains were uniform and satisfactory until 1893. Since then margins have been very small, and one year several thousands on the wrong side. But the past season will give most of that back to us, owing to a short crop of cucumbers in the Eastern States. While we have deep sympathy for our eastern brothers, we still wear a smile.

The average observer is surprised at the magnitude of this business. Our crop last season was 46,000 bushels and ours was perhaps less than one-twentieth of all.

Who eat them? Probably the same people who eat the millions of hogs and cattle that are annually slaughtered.

Is it a good business policy to give a premium or bonus for the establishing of a pickle factory? Decidedly no. The men or company that come to you in that way are not the kind you want. They come from very selfish motives, and similar motives are likely to remove them at an early date, perhaps leaving unpaid bills behind.

Wauwatosa, Wis.

Navy beans is a neglected crop in this country, although one which can be made profitable on almost any farm. It pays better than many field crops, and yet we do not supply home demands.